

Message Text

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PAGE 01 STATE 300524
ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-05 MCE-00 SS-15 L-03 EB-08
INR-07 /049 R

DRAFTED BY NEA/ARN:LEPOPE:GCB
APPROVED BY NEA/ARN:WNHOWELL,JR.
NEA/RA:EPADELFORD
PM/SAS:DKEENE

-----077470 161925Z /53
R 161756Z DEC 77
FM SECSTATE WASHDC
TO AMEMBASSY BEIRUT

C O N F I D E N T I A L STATE 300524

STADIS////////////////////////////////

E.O. 11652: GDS

TAGS: PARM, LE

SUBJECT: MC CASE: FAIRCHILD CAMERA

REF: STATE A-4935

1. NEGOTIATIONS BETWEEN FAIRCHILD CAMERA AND THE LEBANESE
ARMY OVER THE DELIVERY OF RADIO MONITORING AND JAMMING
EQUIPMENT WORTH MORE THAN \$2.5 MILLION SEEM TO HAVE BROKEN
DOWN. THE PROBLEM, AS WE UNDERSTAND IT FROM CAPTAIN NEHME
AND FAIRCHILD, IS THAT GENERAL KHOURY OR SOMEONE ON HIS
STAFF IS INSISTING ON IMPLEMENTATION OF ALL THE TERMS OF
THE ORIGINAL CONTRACT SIGNED IN JANUARY 1975 WHICH CALLED
FOR THE EQUIPMENT TO BE SET UP AND LEBANESE TECHNICIANS
TRAINED IN ITS USE IN LEBANON. FAIRCHILD PROPOSED IN A
LETTER TO KHOURY ENCLOSED WITH REPAIR, THAT THE EQUIPMENT
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BE SET UP AND TRAINING CONDUCTED HERE INSTEAD. ALTHOUGH
THE COMPANY IS UNWILLING TO ADMIT THIS, ITS PROBLEM SEEMS
TO BE THAT THE TECHNICIANS RECRUITED TO GO TO LEBANON THREE
YEARS AGO ARE NO LONGER AVAILABLE. CAPTAIN NEHME SAYS HE
HAS BEEN INSTRUCTED BY KHOURY TO RESPOND TO FAIRCHILD'S
LETTER ORALLY WITH A FLAT REFUSAL TO CONSIDER ANY CHANGE IN
THE 1975 CONTRACT TERMS.

2. WE HAVE BEEN RELUCTANT TO GET INVOLVED IN THIS COMPLICA-

TED BUSINESS, IN WHICH THERE SEEMS TO BE SOMETHING TO BE
SAID FOR BOTH SIDES, BUT HAVE NOW BEEN ASKED BY FAIRCHILD
TO SEE WHAT WE CAN FIND OUT ABOUT ATTITUDES IN BEIRUT.

3. IT SEEMS TO US THAT IT MIGHT BE USEFUL FOR DATT TO
DISCUSS THE PROBLEM WITH GENERAL KHOURY ALONG THESE LINES:

-- WE DO NOT WANT TO INTERFERE IN THIS DISPUTE.

-- AT THE SAME TIME, WE WANT TO SEE THE ARMY GET THIS EQUIP-
MENT, AND IT SEEMS LIKELY THAT IF KHOURY REFUSES ANY
AMENDMENT TO THE ORIGINAL CONTRACT FAIRCHILD WILL BE UNABLE
TO CARRY IT OUT.

-- IF GENERAL KHOURY IS WILLING TO HAVE THE EQUIPMENT SET
UP AND TRAINING CONDUCTED HERE, THE PROBLEM CAN PROBABLY
BE SOLVED TO THE SATISFACTION OF BOTH PARTIES. IS THERE
ANYTHING KHOURY WANTS US TO TELL FAIRCHILD IN RESPONSE TO
THE COMPANY'S LETTER BEYOND THE FLAT REFUSAL TO CONSIDER
ANY AMENDMENT TO THE ORIGINAL CONTRACT TERMS? VANCE

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Message Attributes

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Disposition Approved on Date:
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